


JUSTIFICATION FOR OTHER THAN FULL AND OPEN COMPETITION
KayPentax Digital Strobe Workstation, Hines VA

1. **Identification of the Agency and the Contracting Activity:** Department of Veterans Affairs, Great Lakes Acquisition Center, 115 South 84th Street, Suite 101, Milwaukee WI 53214-1476.
2. **Nature and/or description of the action being approved:** Justification and approval for Brand Name Only procurement of 1 Digital Video Stroboscopy System, Model 9295 for VA Hospital in Hines, IL. This procurement will proceed on a Brand Name Only basis referencing items manufactured by KayPentax, a large business.
3. **A description of supplies/services required (including the estimated value):** The VA Hospital in Hines, IL, has a requirement for a one time purchase of 1 Digital Video Stroboscopy System, Model 9295. The approximate cost is [REDACTED]
4. **Statutory authority permitting other than full and open competition:** FAR 6.302-1(a)(2). The VA's minimum needs can only be satisfied by unique supplies or services available from only one source.
5. **Facilities Unique Qualifications:** The VA Hospital in Hines, IL requires this exact model because it is the only model on the market that fulfills the hospital's needs of the following: KayPentax's Digital Video Strobe Station is the only system that provides the effect of live vocal cord stroboscopy and the option to alter the rate of stroboscopy during an evaluation. The combination of HD Camera, Xenon light source, HD display, and video flexible endoscope are unique to KayPentax products and result in unmatched picture quality and in a view of the vocal cords at rest, movement and under stroboscopy lighting that most effective for evaluation and treatment of swallowing and voice disorders. The Digital Video Stroboscopy System is an integrated hardware/software package that cannot be duplicated with other vendors of stroboscopy products. The following are additional unique features of the KayPentax Digital Video Stroboscopy Station:
 - A true stroboscopy system using 5-microsecond flashes
 - Multiple light sources appropriate for exam conditions (Xenon and Halogen)
 - Slow motion playback
 - Footswitch control of multiple functions
 - Uniform brightness of light source throughout evaluations
 - Audio and video capture coincide
 - Multiple uses of video images (still photos, video clips, DVD creation)
 - Side by side exam playback for comparisons and biofeedback

Additionally the KayPentax system is DICOM compatible which allows uploading of images/studies to VA image viewing programs. The new system will be compatible with existing KayPentax equipment which will allow staff the capability to review studies on any station via removable hard drives.

6. Efforts made to ensure that offers are solicited from as many potential sources as is practicable: An internet search did not reveal any stroboscopy systems that match the capability and quality of the KayPentax Digital Video Stroboscopy Station. Lower level technology that does not allow for the versatility, functionality, and accuracy of examinations is all that was located in this search and does not meet the VA's requirement. The contracting officer conducted searches on VetBiz for veteran owned businesses. Searches using the NAICS code of 339112 and keyword Rhinolaryngeal Stroboscope; NAICS code of 339112 and keyword Stroboscope; and just keyword Stroboscope located no veteran owned businesses. A search on SBA Small Dymainic site using the keyword Stroboscope located one small business, [REDACTED] located in [REDACTED]. Their capability statement indicates they have thousands of test and measurement instruments and tools for vibration, alignment, balancing, oil analysis, ultrasonic inspection, infrared thermography, motor testing, and all your PdM needs. None of the items listed included the Rhinolaryngeal Stroboscope the VA is looking for. The contracting officer posted a notice of intent to sole source this requirement with KayPentax to FBO. A Service Disabled Veteran Owned Small Business indicated that they were capable of meeting this requirement. The contracting officer is resoliciting this requirement as a KayPentax Brand Name Only procurement.
7. Determination by the Contracting Officer that the anticipated cost to the Government will be fair and reasonable: If necessary, the contracting officer will request pricing information from the offerors to assist in determining that the price paid is fair and reasonable.
8. Market survey conducted: Market research included locating two contractors that sell a product that does perform some of the functions of the KayPentax Digital Video Stroboscopy System. [REDACTED] a small business; and [REDACTED] a foreign contractor not registered in SAM, sell a stoboscopy system, however, they lack the features and capabilities that Hines requires, such as compatible with DICOM and existing KayPentax equipment. There is no true comparable product.
9. Other facts: None
10. Other sources expressing an interest: One Service Disabled Veteran Owned Small Business responded to the FBO Notice of Intent to Sole Source this requirement. No other responses have been received.
11. Actions to remove or overcome any barriers to competition: N/A
12. Requirements Certification: I certify that the requirement outlined in this justification is a Bona Fide Need of the Department of Veterans Affairs and that the supporting data under my cognizance, which are include din the justification, are accurate and complete to the best of my knowledge and belief.


Name Laura Chalcraft
Title Lead Speech Pathologist

2/16/13
Date

Facility

13. Approvals in accordance with FAR 6.304

- a. Contracting Officer's Certification (required): I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.

Carol A. Murphy
CAROL A. MURPHY
Contracting Officer, NCO 12

2/6/13
Date

- b. NCM/PCM (Required \$3K and above): I certify the justification meets the requirements for other than full and open completion.

Linda Kryczik
CHRISTINE HANSEN
Network Contract Manager
NCO 12

2-6-13
Date